

Message Text

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ACTION EA-07

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /015 W

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P R 310840Z MAY 74

FM AMEMBASSY TOKYO

TO USDOC PRIORITY

INFO SECSTATE WASHDC 2254

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E.O. 11652 N/A

TAGS: BEXP, JA

SUBJ: GLOBAL MARKET RESEARCH: AVIONICS AND AVIATION SUPPORT
EQUIPMENT

REF: STATE 108486

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1. A. EMBASSY OFFICER VISITED MR. NAKAMAUR, PLANNING DIV, AIR-
PORTS DEPT., JAPAN CIVIL AVIATION BUREAU. NAKAMARU STATED
JAPAN NOW IN FOURTH YEAR OF CURRENT SECOND FIVE YEAR PLAN. JAPAN
AVIATION COUNCIL AND JCAB EXPECT TO COMPLETE THIRD FIVE
YEAR PLAN FOR AIRPORTS AND AIR SAFETY FACILITIES QTE SOMETIME
THIS FALL UNQTE. ALTHOUGH NAKAMARU INDICATED THAT PLAN WOULD BE
AVAILABLE TO EMBASSY ONLY AFTER FINAL APPROVAL AND PUBLIC
RELEASE, EMBASSY WILL SEEK TO ACQUIRE ADVANCE COPY AS SOON AS
STAFF WORK COMPLETED. ACCORDING TO NAKAMARU, PROGRESS UNDER
SECOND PLAN ONLY SIXTY PERCENT ACHEIVED AT THIS POINT AND JAPAN
AVIATION COUNCIL WILL PUSH TO ELIMIATE FIFTH YEAR OF CURRENT
PLANT AND BEGIN THIRD PLANAT START OF NEXT JAPAN FISCAL YEAR
(APRIL 1, 1975).

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B. IN VIEW OF ABOVE, IT WOULD APPEAR COMMERCE CANNOT WAIT FOR
AVAILABILITY OF PLAN WITHOUR ADVERSELY AFFECTING SCHEDULED PRINTING
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DEADLINES.

C. PER REFTTEL 3-C, FOLLOWING ARE RESULTS OF DISCUSSIONS WITH FOUR LEADING BIDDERS RE PREPARATION OF SUPPLEMENTAL REPORT OF THIRD PLAN DATA.

-T.S. JOHNSEN: 1) WOULD UNDERTAKE SUPPLEMENTAL REPORT, 2) WOULD REQUIRE APPROXIMATELY ONE MONTH, 3) ADDITIONAL COST 100,000 YEN TO 150,000 YEN.

-A.T. KEARNEY 1) WOULD DO SUPPLEMENTAL REPORT, 2) REQUIRE ABOUT 3 WEEKS, 3) ADDITIONAL COST 377,500 YEN.

NICHIBEI: 1) WOULD DO SUPPLEMENTAL REPORT 2) TIME REQUIRED ABOUT 2 WEEKS, 3) NICHIBEI COULD INCLUDE AT NO ADDITIONAL CHARGE IF NECESSARY BUT WOULD PREFER NOMINAL CHARGE ON TIME BASIS IF ACCEPTABLE TO COMMERCE.

- PACIFIC PROJECTS: 1) WOULD DO SUPPLEMENTAL REPORT 2) PP FEELS IT COULD COMPLETE AIRBORNE EQUIPMENT PORTION WITHIN ORIGINAL SCHEDULE BASED ON INFORMAL FIGURES BUT GROUND EQUIPMENT SECTION WOULD REQUIRE ADDITIONAL SIXTY DAYS FROM DATE OF RECEIPT OF PLAN, 3) NO ADDITIONAL COST INVOLVED BUT PP WOULD WANT TO RENEGOTIATE PAYMENT SCHEDULE.

2. RE ITEM 6 REFTTEL, PACIFIC PROJECTS ANNEXES AND NICHIBEI CORPORATE INFO AIRMAILED TO RMD THIS WEEK.

3. RE ITEM 7 REFTTEL, KEARNEY CONFIRMS IN MOST CASES AIRBORNE AND GROUND INSTALLATION EQUIPMENT STATISTICS NOT BROKEN DOWN SEPARATELY. ESTIMATES WOULD BE PROVIDED BASED ON AVAILABLE FIGURES AND INTERVIEWS.

4. RE ITEM 8 REFTTEL, FOLLOWING IS NICHIBEI STATEMENT QTE (5) IMPORTS FROM THE U.S. AND OTHER LEADING FOREIGN SUPPLIERS WILL BE SUPPLIED FOR THE YEARS 1971 THROUGH 1973 AND IN THE SAME DETAIL AS PROVIDED IN THE JAPANESE STANDARD INDUSTRIAL CLASSIFICATION SYSTEM (6) NICHIBEI SHALL EXERCISE ALL DUE CARE IN RESENDING END-USER SUBSECTORS IN SUCH A FASHION THAT THE GREATEST AMOUNT OF MARKETING INFORMATION IS PROVIDED UNQTE.

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5. ON BASIS OF TIME AND PRICE CONSIDERATIONS, TC MAINTAINS ORIGINAL RECOMMENDATION OF NICHIBEI. DECLASSIFIED 9/30/74. SHOESMITH

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